

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 CIAE-00 DODE-00 PM-05 H-01 INR-10
L-03 NSAE-00 NSC-05 PA-01 SP-02 SS-15 ICA-11
AID-05 EB-08 TRSE-00 STR-07 OMB-01 CEA-01 COME-00
FRB-03 XMB-02 OPIC-03 LAB-04 SIL-01 HA-05 DOE-15
SOE-02 /123 W

-----094598 050829Z /10

R 041346Z AUG 78
FM AMEMBASSY MOSCOW
TO SECSTATE WASHDC 5161
INFO USMISSION USNATO
AMCONSUL LENINGRAD

C O N F I D E N T I A L MOSCOW 18386

E.O. 11652: GDS
TAGS: ESTC, EEWT, UR, US
SUBJECT: DRESSER DRILL BIT CONTRACT

REF: MOSCOW 15910

1. IN COURSE OF DISCUSSION AUGUST 3 WITH
EMBOFF (OTHER ASPECTS BEING REPORTED SEPTTEL), BANK
OF AMERICA ASSISTANT VICE PRESIDENT TED HEYERMANN
MENTIONED THAT SOVIETS STILL HAD NOT MET INITIAL \$10
MILLION PAYMENT FOR THE DRESSER DRILL BIT CONTRACT,
NOW 65 DAYS OVERDUE. HE SAID THAT HE HAD MET WITH
REPRESENTATIVES OF STANKOIMPORT, WHO STATED THAT SOLE
OBSTACLE TO PAYMENT WAS NEED TO CHANGE IDENTIFICATION
OF LETTER OF CREDIT FROM "IRREVOCABLE STANDBY" TO
"IRREVOCABLE CONFIRMED." BANK OF AMERICA AND DRESSER
HAD AGREED TO THIS CHANGE, AND HEYERMANN BELIEVED
PAYMENT WOULD NOW BE FORTHCOMING.

2. COMMENT. EMBASSY IS SKEPTICAL THAT CHANGE IN WORDING
ON LETTER OF CREDIT HAS BEEN SOLE OBSTACLE TO SOVIET
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PAYMENT OF FIRST INSTALLMENT ON DRESSER CONTRACT. ONE
REASON FOR SKEPTICISM IS THAT SOVIETS PUT BOA THROUGH
SIMILAR EXERCISE ON THIS SAME PAYMENT THREE WEEKS AGO.
AFTER BOA COMPLIED VERBATIM WITH REQUESTED CHANGES,
NO PAYMENT WAS FORTHCOMING. SOVIET PROCRASTINATION ON
PAYMENT, AS SPECULATED BY BOA MOSCOW REP GROOHTHAERT
DURING PREVIOUS CONVERSATION (PARA 4, REFTTEL), MAY MORE

PLAUSIBLY BE RELATED TO CONCERN ABOUT DEVELOPING US
POLICY ON EXPORT LICENSES FOR OIL FIELD TECHNOLOGY,
SPECIFICALLY THE SECOND AND STILL PENDING LICENSE
APPLICATION FOR A PORTION OF THE DRESSER CONTRACT. TOON

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CONTRACTS, DEBT REPAYMENTS
Control Number: n/a
Copy: SINGLE
Draft Date: 04 aug 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978MOSCOW18386
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Document Unique ID: 00
Drafter: n/a
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Executive Order: GS
Errors: N/A
Expiration:
Film Number: D780321-0523
Format: TEL
From: MOSCOW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780898/aaaadeaz.tel
Line Count: 66
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Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 01f3356a-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
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Retention: 0
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Review Content Flags:
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Review Exemptions: n/a
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Review Release Event: n/a
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Review Withdrawn Fields: n/a
SAS ID: 1836244
Secure: OPEN
Status: NATIVE
Subject: DRESSER DRILL BIT CONTRACT
TAGS: ESTC, EEWT, UR, US, BANK OF AMERICA
To: STATE
Type: TE
vdkgvkey: odbc://SAS/SAS.dbo.SAS_Docs/01f3356a-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
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